

Message Text

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PAGE 01 STATE 133462
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-----116544 251931Z /46

R 251855Z MAY 78
FM SECSTATE WASHDC
TO AMEMBASSY WARSAW
INFO AMCONSUL POZNAN

UNCLAS STATE 133462

E.O. 11652: NA

TAGS: BEXP, OREP, PL, OVIP

SUBJECT: VISIT OF CONGRESSMAN NEDZI TO THE POZNAN FAIR

REF: WARSAW 4139

1. FOLLOWING IS STATEMENT PREPARED FOR CONGRESSMAN
NEDZI'S AMERICA DAY RECEPTION REQUESTED REFTEL. ALTHOUGH
STATEMENT HAS BEEN FORWARDED TO NEDZI, WOULD APPRECIATE
POST COMMENTS/CLEARANCE.

2. GREETINGS AND WELCOME TO THE U.S. EXHIBITION.

IT'S A GREAT PERSONAL PLEASURE TO REPRESENT THE PRESIDENT
OF THE UNITED STATES AND THE AMERICAN PEOPLE AT THIS
GREAT INTERNATIONAL FAIR. DURING MY TRIPS TO POLAND,
I HAVE OFTEN HEARD ABOUT THE IMPORTANCE OF THIS FAIR AS
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AN INTERNATIONAL TRADE EVENT. I AM THEREFORE VERY PROUD
THAT THE U.S. IS AGAIN SO WELL REPRESENTED. AS YOU TOUR
THE EXHIBIT YOU WILL SEE DISPLAYED A WIDE ARRAY OF THE
LATEST AND MOST SOPHISTICATED INDUSTRIAL EQUIPMENT. OUR
PARTICIPANTS, FROM THE SMALLEST COMPANY TO THE MULTI-
NATIONALS, REPRESENT THE BEST IN AMERICAN INDUSTRY. THE
REPRESENTATIVES OF THESE COMPANIES ARE HERE NOT ONLY TO

DEMONSTRATE THEIR PRODUCTS BUT TO DISCUSS YOUR PARTICULAR

INTERESTS AND PROBLEMS. I'M SURE THAT YOU WILL QUICKLY REALIZE THAT THEY ARE NOT ONLY BUSINESSMEN BUT INNOVATIVE EXPERTS IN THEIR FIELDS WITH KNOWLEDGE AND EXPERTISE IN THE VERY LATEST TECHNIQUES AND PRODUCTS. THEY ARE ANXIOUS TO WORK WITH YOU TO MATCH YOUR NEEDS WITH THEIR PRODUCTS. I HOPE THAT MANY PROFITABLE AND MUTUALLY REWARDING COMMERCIAL AGREEMENTS WILL RESULT FROM THESE EFFORTS.

OUR INTEREST AND PARTICIPATION IN THIS FAIR IS NOT ONLY A MATTER OF GOOD BUSINESS. IT ALSO SYMBOLIZES THE ATTITUDES AND PHILOSOPHY OF THE PEOPLE OF THE UNITED STATES. IT IS CONSISTENT WITH OUR DESIRE TO CONTRIBUTE TO A CLIMATE OF INTERNATIONAL ECONOMIC COOPERATION IN WHICH PRODUCTS AND INFORMATION CAN FLOW MORE FREELY ACROSS NATIONAL BOUNDARIES. WE ARE COMMITTED TO THE DEVELOPMENT OF A PROSPEROUS WORLD ECONOMY IN WHICH ALL NATIONS CAN SHARE IN THE BENEFITS OF INTERNATIONAL TRADE. I FIRMLY BELIEVE THAT WE WILL SOON EMBARK ON ANOTHER EXPANSIVE PHASE OF GROWTH IN OUR BILATERAL TRADE. AND LET ME REMIND YOU THAT THIS GROWTH WHICH I AM REFERRING TO, HAS MEANING BEYOND THE COMMERCIAL CONTEXT. IT TAKES INTO ACCOUNT THE HUMAN ELEMENT ALSO. GROWTH IN TRADE HELPS IMPROVE LIVING STANDARDS, PROVIDES FOR A

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BETTER, MORE ENRICHED LIFE FOR THE INDIVIDUAL, AND ENCOURAGES CLOSER RELATIONS AMONG OUR PEOPLE. THESE ARE THE TRULY IMPORTANT GOALS AND OBJECTIVES OF THE COMMERCIAL POLICIES PURSUED BY OUR GOVERNMENTS. I AM PLEASED THAT WE HAVE ALWAYS SOUGHT TO APPLY THESE IDEAS TO OUR RELATIONSHIP. OUR TRADE HAS BEEN MUTUALLY ADVANTAGEOUS AND PURSUED IN THE SPIRIT OF COOPERATION AND RECIPROCITY.

WE SHOULD BE PROUD IN WHAT WE HAVE ACHIEVED. HOWEVER, WE SHOULD NOT BECOME COMPLACENT AND BASK IN THE SATISFACTION OF PAST ACHIEVEMENTS. A COMMERCIAL RELATIONSHIP IS A LONG-TERM PROCESS WHICH PRESENTS NEW AND CHANGING OPPORTUNITIES FOR GROWTH. FOR EXAMPLE, I AM VERY PLEASED TO NOTE THAT U.S. EXPORTERS HAVE BEGUN TO SHARE A LARGER PORTION OF POLAND'S TOTAL IMPORTS; BUT, STILL, WHEN COMPARED TO OTHER COUNTRIES IN THE INDUSTRIALIZED WEST, OUR SHARE IS DISPROPORTIONALLY SMALL. GIVEN AMERICAN INDUSTRIAL AND TECHNICAL SOPHISTICATION AND INNOVATION, WHICH YOU SEE REPRESENTED HERE, WE SHOULD AND CAN DO BETTER. FURTHERMORE, WE MUST CONTINUE TO DIVERSIFY THE COMPOSITION OF OUR

EXPORTS TO POLAND. AGAIN, LOOKING AROUND YOU, YOU CAN
SEE THAT AMERICAN PRODUCTS CAN SATISFY JUST ABOUT EVERY

NEED OF POLAND'S MODERNIZING ECONOMY. THERE IS NO DOUBT
IN MY MIND THAT AMERICAN PRODUCTS, TECHNOLOGY, AND
SERVICE KNOWHOW COMPARE FAVORABLY WITH THAT OF OUR
COMPETITORS.

I WOULD LIKE TO EXPRESS TO YOU AGAIN MY MOST PROFOUND
PLEASURE AT BEING HERE IN POZNAN. I KNOW THAT OUR
MEETING AND WORK HERE WILL BE REWARDING AND MOST
ENJOYABLE. I WELCOME YOU TO THE U.S. PAVILION. CHRISTOPHER

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